



Posted 03/27/2014 JW
Posted 04/02/2014 JW

CANNON BUILDING
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**STATE OF DELAWARE
REAL ESTATE COMMISSION**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, April 3, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – March 6, 2014
- 3.0 Unfinished Business
 - 3.1 Review Previously Tabled Instructor Application for Colin McGowan
 - 3.2 Review Previously Tabled Course Provider Application from the Sussex County Association of Realtors for the Course Titled: “The Real Estate Professional’s Tool Kit”
 - *3.2.1 Review Correspondence from the Sussex County Association of Realtors Regarding Previously Tabled Course
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Council of Residential Specialists
 - 4.2.1.1 Course Title: CRS 204: Buying and Selling Income Properties
Credit Hours: 16.0
Module: 6 & 7
 - 4.2.2 Course Provider: Jack Lingo, Inc., REALTOR
 - 4.2.2.1 Course Title: DE Case Law Regarding Rule 8.1.1 of the Delaware Real Estate Commission
Credit Hours: 3.0
Module: 5

4.2.3 Course Provider: Kent County Association of Realtors

4.2.3.1 Course Title: Delaware Case Law Regarding Rule 8.1.1 of the DE Real Estate Commission
Credit Hours: 3.0
Module(s): 5 or 6 or 7

4.2.3.2 Course Title: What's Under Your House
Credit Hours: 3.0
Module: 7

4.2.4 Course Provider: McKissock, LP

4.2.4.1 Course Title: Give Your Clients the Green Light: Simple Ways to Green a Home
Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: The CE Shop, Inc.

4.2.5.1 Course Title: At Home with Diversity
Credit Hours: 6.0
Module: 2

4.2.5.2 Course Title: e-Pro Certification Program: Day 1
Credit Hours: 6
Module: 7

4.2.5.3 Course Title: e-Pro Certification Program: Day 2
Credit Hours: 6.0
Module: 6

4.2.5.4 Course Title: Real Estate Marketing Reboot: Innovate>Relate>Differentiate
Credit Hours: 6.0
Module: 7

4.2.5.5 Course Title: RPR: Real-Time Data, Market Knowledge, Informed Customers
Credit Hours: 3.0
Module: 7

4.2.5.6 Course Title: Seniors Real Estate Specialist Designation Course
Credit Hours: 6.0
Module: 7

*4.2.5.7 Course Title: Delaware Office Management
Credit Hours: 3.0
Module: 7

4.2.6 Course Provider: The Frederick Academy of Real Estate

4.2.6.1 Course Title: Delaware 99- Hour Broker/Associate Broker Licensing Course
Credit Hours: 99

*4.2.7 Course Provider: New Castle County Board of REALTORS

4.2.7.1 Course Title: Delaware Statutes for Real Estate Professionals

Credit Hours: 3.0
Module: 5

*4.2.8 Course Provider: Ward & Taylor, LLC

4.2.8.1 Course Title: Home Inspection – Major Defects
Credit Hours: 3.0
Module: 3 or 6 or 7

4.2.8.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 3 or 6 or 7

4.3 Review of Instructor Applications

4.3.1 Jaclyn Cramer

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 1, 3, 5 & 6

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents

4.3.2 Michael DeSimone

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Mathematics

*4.3.3 Oliver Millwood, II

Continuing Education: New Licensee Module 2

Pre-Licensing Course: Orientation; Real Estate Sales

*4.3.4 Mark Randolph

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Financing

4.4 Review of Student Requests for Approval of Continuing Education

4.4.1 Student Name: Paul Faulkner

Course Title: Understanding the Agreement of Sale

Course Provider: Ward & Taylor

Credit Hours: 3.0

Requesting Approval for Module: 7

4.4.2 Student Name: Beth Harvey

Course Title: Home Inspection – Blessing or a Curse?

Course Provider: Ward & Taylor

Credit Hours: 3.0

Requesting Approval for Module: 7

4.4.3 Student Name: Charles C.K. Martin

Course Title: Delaware Real Estate Commission Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

- 4.4.4 Student Name: Andrea Thomas
Course Title: GRI
Course Provider: Maryland Association of Realtors
Credit Hours: 9
Requesting Approval for Modules: 1, 2, & 7
- 4.4.5 Student Name: Jan Thomas
Course Title: DC Housing & Predatory Lending
Course Provider: The Professional Development Institute
Credit Hours 3.0
Requesting Approval for Module: 1
- 4.4.6 Student Name: Jan Thomas
Course Title: MD Mandatory Ethics, Flipping & Predatory Lending
Course Provider: The Professional Development Institute
Credit Hours 3.0
Requesting Approval for Module: 2
- 4.4.7 Student Name: Jan Thomas
Course Title: Understanding Foreclosures
Course Provider: The Professional Development Institute
Credit Hours 3.0
Requesting Approval for Module: 7
- 4.4.8 Student Name: Jan Thomas
Course Title: MREC - Supervision
Course Provider: The Professional Development Institute
Credit Hours 3.0
Requesting Approval for Module: 2 or 4 or 6
- 4.4.9 Student Name: Jan Thomas
Course Title: MREC – Agency - Residential
Course Provider: The Professional Development Institute
Credit Hours 3.0
Requesting Approval for Module: 1 and/or 2 or 4 or 6
- 4.4.10 Student Name: Janice Ward
Course Title: Delaware Agreement of Sale
Course Provider: Century 21 Gold Key Realty
Credit Hours 3.0
Requesting Approval for Module: 7
- *4.4.11 Student Name: R. Carol Campbell-Hansen
Course Title: Professional Processes – Grievance, Arbitration & Mediation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

- *4.4.12 Student Name: Angelique Dennis
Course Title: Home Inspection – Blessing or Curse
Course Provider: Ward & Taylor, LLC.
Credit Hours: 3.0
Requesting Approval for Module: 7
- *4.4.13 Student Name: Tonya Gale
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7
- *4.4.14 Student Name: Timothy Lukk
Course Title: Home Inspection – Blessing or Curse
Course Provider: Ward & Taylor, LLC
Credit Hours: 3.0
Requesting Approval for Module: 7
- *4.4.15 Student Name: Sharyl Mossinger
Course Title: Legislative Landmines
Course Provider: Ward & Taylor, LLC
Credit Hours: 3.0
Requesting Approval for Module: 7
- *4.4.16 Student Name: Rose Marie Seibel
Course Title: Ethics in Real Estate
Course Provider: Career WebSchool
Credit Hours: 3.0
Requesting Approval for Module: 2
- *4.4.17 Student Name: Rose Marie Seibel
Course Title: Methods of Residential Finance
Course Provider: Career WebSchool
Credit Hours: 3.0
Requesting Approval for Module: 7
- *4.4.18 Student Name: Rose Marie Seibel
Course Title: Using the Internet in Your Real Estate Practices
Course Provider: Career WebSchool
Credit Hours: 3.0
Requesting Approval for Module: 4 or 7
- 4.5 Review Request for Instructor Modification to Include Approval for Modules 4, 6 & 7 for Gary Dodge
- 4.6 Discussion Regarding Applications for Course Locations
- 4.7 Discussion Regarding 9 Hour Course Provider Requests
- 4.8 Discussion Regarding Course Provider Evaluation Reporting Process from Long & Foster Institute of Real Estate

- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – May 1, 2014 at 9:30 a.m.
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.